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Message Text

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PAGE 01 MILAN 01494 241506Z

51
ACTION COME-00

INFO OCT-01 EUR-06 EB-05 RSR-01 RSC-01 ADP-00 /014 W
---------- 044659
R 241305Z AUG 73
FM AMCONSUL MILAN
TO SECSTATE WASHDC 3359
INFO AMEMBASSY ROME

UNCLAS MILAN 1494

E. O. 11652: N/A
TAGS: BGEN, IT
SUBJ: OIM MARKET RESEARCH - ANNUAL CONTRACT BIDS

REF: USDOC 11760

FOR COMMERCE

1. BEFORE APPROACHING BIDDERS AS REQUESTED IN REFTEL, POST NEEDS TO BE ABLE TO INDICATE TO CONTRACTORS AS SPECIFICALLY AS POSSIBLE WHAT MODIFICATIONS TO FY 1973 CONTRACT COMMERCE PREPARED TO MAKE. POST DOES NOT CONSIDER THE MODIFICATIONS MADE TO RESEARCH SPECIFICATION, I.E. LIRE PAYMENTS AND A REDUCTION OF THE NUMBER OF INTERVIEWS FROM A MINIMUM OF 25 TO 20-25, TO BE CONCESSIONS SUFFICIENT TO RESULT IN BID REDUCTIONS APPROACHING LEVELS EXPECTED BY COMMERCE.

2. POST HAS DISCUSSED THE MATTER IN SOME DETAIL WITH TRANCU WHO SAYS HIS FIRM MADE A VERY SMALL PROFIT ON LAST YEAR'S CONTRACT. ON ONE STUDY IT EXPERIENCED A SIGNIFICANT LOSS. TRANCU'S HIGH BID IS AN UNDERSTANDABLE ATTEMPT TO AVOID WHAT HE CONSIDERS AN UNFORTUNATE SITUATION. HIS PLAY OF OFFERING A 10 PERCENT PRICE REDUCTION IS SHREWD; THE PROBLEM OF PROS-PECTIVE SAVINGS WOULD INDEED BE IN HIS HANDS AS HE FEELS IT WAS IN COMMERCE'S FOR LAST YEAR'S CONTRACT.

3. POST SUGGESTS THAT PERHAPS THE BEST APPROACH MIGHT BE TO ASK BIDDERS THE FOLLOWING QUESTION: WHAT DELETIONS AND/OR MODIFICATIONS WOULD YOU MAKE TO EXISTING SPECIFICATIONS TO
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PROVIDE 3 - 5 STUDIES AT AVERAGE PRICE OF $3200 PER STUDY?

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COMMERCE MIGHT PROVIDE GUIDELINES BY STATING WHICH PARTS OF
THE SPECIFICATIONS MUST REMAIN UNCHANGED AND WHICH PARTS
COULD BE SUBJECT TO MODIFICATION. DAVIS

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Draft Date: 24 AUG 1973
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Decaption Note:
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Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
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Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
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